spotlight

May 2008 Vol. 41 No. 5

the new ailife.com

A monthly publication spotlighting top producers of American Income Life and National Income Life

ROGER SMITH

PRESIDENT & CEO
AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

WAY TO GO

I will admit it: when we decided on "Encore" as the theme for 2008, I definitely expected some great results from the field, but I never could have anticipated the results we have received so far.

Every month this year, we have seen fantastic numbers and shattered records from every corner of AIL/NILICO. There have been times when I have sat waiting for the end-of-the-month numbers to come in, just so I would know what sort of congratulations I would send to everyone.

And then April happened.

April was a month unlike any we have ever experienced before. To say you blew us all away would be an understatement. You've probably seen the numbers — the highest Net ALP ever, the best percentage growth in both leads and sales, the best number of codes and submitting agents. If there has ever been cause for celebration, this is it.

I know there are times where it might seem like I'm asking you to accomplish the impossible. You need a great deal of courage and know-how to step out on that branch and reach for your goals. But look at the results of what happens when you take that risk. This just goes to show you that nothing is impossible once you put your mind to it.

It's in this mindset that I want to encourage you to reach even higher. We came up just short of $10M Net ALP for the month, and I'm firmly convinced we could hit that number if we so desired. I know we will continue to see constant company growth, with even more new high records on both company and individual levels. You have shown me you can do it, and I look forward to what achievements are in store for us in the future.

Ask yourself what it is going to take on your end to make this happen. Was there a level of production you personally were striving for that you just barely missed? How close were you to being in the top ten or even the top rank of your category? Please challenge yourself to strive for monthly increases over your current record. Together, we can continue to shatter previous records.

We have another half of a year to go, full of opportunities. What surprises will you show us next?

American Income Life Insurance Company has been meeting union families' needs for over half a century. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

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SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: **futuresga@ailife.com**.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of $1,467,746.90 in bonuses. For more information on the monthly bonuses, turn to Page 12.

REQUIRED RETENTION RATE

Effective Jan. 1, 2008, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	**68%**
Net to Gross:	**78%**

DATES TO REMEMBER

Thursday, June 26, 2008
All business and PR credits must be at the Home Office to count for June production.

AIL/NILICO MILLION DOLLAR CLUB

We salute Kelly McDonald of the Altig-Orlovic Agency. He just became the newest member of the AIL/NILICO Million Dollar Club based on his production.

The Million Dollar Club was introduced to reward Personal Producers who produce $1 million of Net ALP from 1999 forward to the end of a production year. These producers are recognized at the next Convention and receive a $5,000 bonus check.

Congratulations, Kelly!

PHOTOS

In light of our endeavors to make *Spotlight* the best it can be, we would like to ask everyone to send in a recent color photo for our files. Either mail a developed photograph to the Home Office attn: Spotlight, or email a digital picture to syarbrough@ailife.com.

Please, no cell phone pictures.

FUN

Look for hidden in this issue!

FOUNDER'S CLUB OUTSTANDING PRODUCERS
April 2008

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G *	RETENTION
Roghie Hassanloo	Josh Chalom	2	$108,980		87.1
Bobby Gujral	Altig-Orlovic	2	55,770		88.8

*Percentage of Net to Gross

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at www.ailife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton in Los Angeles! The convention will be held May 14-17, 2009.*

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FPO

Individual Producers

1. ROGHIE HASSANLOO
Toronto, ON

2. KEVIN ISHIKANE
Honolulu, HI

3. DART BROWN
Columbus, OH

4. LILY TCHEN
Los Angeles, CA

5. PATRICK TAYLOR
Redmond, CA

6. MAX QUASEM
Los Angeles, CA

7. BRENDA ANDERSON
Honolulu, HI

8. JAMISON WEATHERSPOON
Cleveland, OH

9. THOMAS DRUMMEY
Halifax, NS

10. ELVIS O'BANOR
Edison, NJ

APRIL PRODUCTION

	Name	Net ALP	NG	Rtn	MGA	SGA
1.	Roghie Hassanloo	$35,100		87.1	Byron Paz	Josh Chalom
2.	Kevin Ishikane	32,320		69.8	Daven Hermosura	Altig-Orlovic
3.	Dart Brown	24,558	91		Timothy Clark	Surace-Smith
4.	Lily Tchen	23,290		78.0	David Iriye	Cohen-Cohen
5.	Patrick Taylor	22,383	88		Volodymyr Derevyanyy	Altig-Orlovic
6.	Max Quasem	21,021		87.2		Cohen-Cohen
7.	Brenda Anderson	20,412	92		John Collins	Altig-Orlovic
8.	Jamison Weatherspoon	20,213	96		Alex Grakhov	Surace-Smith
9.	Thomas Drummey	20,060	90		Harjeet Rana	Imran Satti
10.	Elvis O'Banor	19,372	100		Laura Fisher	Eric Giglione
11.	Sean LaCroix	19,300		89.1	Sean LaCroix	Altig-Orlovic
12.	Rochelle Kieta	19,000	98		Matthew Lukesh	Matt Henderson
13.	Karen Stockwell	18,737		75.7		Steve Hartman
14.	Earnest Powers	18,446	92		Earnest Powers	Simon Arias
15.	Darron Hacker	17,700	88		Stephen Bendure	Surace-Smith
16.	Robert Vincent	17,635	99		Robert Shafer	Scott Rehberg
17.	Telly Wilson	17,603	90		Robert Dunn	Surace-Smith
18.	Catherine Minor	17,600	95		Christopher Clark	Altig-Orlovic
19.	Helen Taylor	17,590		78.3	Bobby Gujral	Altig-Orlovic
20.	Mark Beckford	17,503		83.6	Mark Beckford	Eric Giglione

>> ALL TIME RECORD $71,391 NET ALP STEVEN STENSRUD <<

YTD PRODUCTION

	Name	Net ALP	NG	Rtn	MGA	SGA
* 1.	Steven Stensrud	$112,905		73.1	Steven Stensrud	Altig-Orlovic
* 2.	Roghie Hassanloo	108,981		87.1	Byron Paz	Josh Chalom
* 3.	Kevin Ishikane	89,873		69.8	Daven Hermosura	Altig-Orlovic
* 4.	Lily Tchen	89,022		78.0	David Iriye	Cohen-Cohen
* 5.	Max Quasem	85,635		87.2		Cohen-Cohen
* 6.	Freida Yakubov	74,649		90.8	Elaina Bosco	Tom Williams
* 7.	Maifea Fetu	72,797	95			Steve Friedlander
* 8.	Jamison Weatherspoon	72,671	96		Alex Grakhov	Surace-Smith
* 9.	Andrew Haskins	67,156		75.0	Tiffany Roland	Altig-Orlovic
* 10.	Kent Zadko	64,211		84.2	Shaun McDonald	Altig-Orlovic
11.	Helen Taylor	63,385		78.3	Bobby Gujral	Altig-Orlovic
12.	Kevin Appasamy	60,646		79.1		Altig-Orlovic
13.	Timothy Cruise	60,547		76.4		Altig-Orlovic
14.	Amir Sedaghat	60,290		79.2	Amir Sedaghat	Altig-Orlovic
15.	Joaquin Santos	59,548		74.3	Doreen Ryan-Foti	Jatoft-Foti
16.	Maritza Argueta	58,706	87		Sabrina Lloyd	Barry Dillah
17.	Shaelagh Legus	57,597		84.3	Volodymyr Derevyanyy	Altig-Orlovic
18.	Dart Brown	57,132	91		Timothy Clark	Surace-Smith
19.	Amy Buskas	57,034		72.3	Lee Jeffers	Altig-Orlovic
20.	Bobby Gujral	55,771		88.8	Bobby Gujral	Altig-Orlovic

>> ALL TIME RECORD $278,449 NET ALP ZACHARY HART <<

Supervising Agents

1. MICHAEL GARRETT
Halifax, NS

2. DAMIEN CAMERON
Columbia, MD

3. MICHAEL BLACK
Rochester, NY

APRIL PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1.	Michael Garrett	$41,121	$41,121		74.4	Harjeet Rana	Imran Satti
2.	Damien Cameron	24,225	35,226	93		Julianna Jones	Barry Dillah
3.	Michael Black	24,082	30,688	89		Brett Gryska	Durhon Oldham
4.	Edward Rangel	24,014	37,974	92		Stephen Bendure	Surace-Smith
5.	Maifea Fetu	29,399	31,091	94			Steve Friedlander

>> ALL TIME RECORD $78,003 1ST SIX MO AGT LORENZO LAMEKO <<
>> ALL TIME RECORD $81,207 NET ALP LORENZO LAMEKO <<

YTD PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
* 1.	Michael Garrett	$127,866	$126,294		74.4	Harjeet Rana	Imran Satti
2.	Yvonne Brown	92,964	111,002	89		Stephen Hill	Steve Friedlander
3.	Peter LilaLilomaiava	91,469	100,348	88		Lorenzo Lameko	Steve Friedlander
4.	Maifea Fetu	82,527	122,241	94			Steve Friedlander
5.	Edward Rangel	64,525	108,519	92		Stephen Bendure	Surace-Smith

>> ALL TIME RECORD $298,373 1ST SIX MO AGT LORENZO LAMEKO <<
>> ALL TIME RECORD $443,893 NET ALP MARY ANN GAELIC <<

General Agents

1. DAVID THOMAS
Flushing, NY

2. JAMES CUNNINGHAM
Cleveland, OH

3. JAMES AALDERS
Halifax, NS

4. EVAN HOLZHAUER
Edison, NJ

5. ROBERT HEARNS
Columbus, OH

APRIL PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1.	David Thomas	$49,401	$48,801	90		Francisco Perez	Theodore Pappas
2.	James Cunningham	40,000	46,754	94		Alex Grakhov	Surace-Smith
3.	James Aalders	39,197	39,868	86		Harjeet Rana	Imran Satti
4.	Evan Holzhauer	36,975	40,995		87.9	Laura Fisher	Eric Giglione
5.	Robert Hearns	36,886	41,970	87		Robert Dunn	Surace-Smith
6.	Antonio Monica	34,370	40,321	89		David Hausman	Eric Giglione
7.	Danielle Jankowski	31,515	45,974	95		Michael LiBassi	Surace-Smith
8.	Daniel Walton	30,680	36,910	88		Stephen Bendure	Surace-Smith
9.	Dawn McElwain	27,147	43,299		79.7	Jim Bianchi	Durhon Oldham
10.	Clifford Mekelburg	26,239	40,524	97		Wayne Fader	Marc Rosen

>> ALL TIME RECORD $195,544 1ST SIX MO AGT TAINA LAMEKO <<
>> ALL TIME RECORD $208,728 NET ALP TAINA LAMEKO <<

YTD PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
* 1.	James Aalders	$128,091	$128,245	86		Harjeet Rana	Imran Satti
* 2.	James Cunningham	124,047	147,643	94		Alex Grakhov	Surace-Smith
* 3.	David Thomas	111,767	125,963	90		Francisco Perez	Theodore Pappas
* 4.	Antonio Monica	86,838	121,646	89		David Hausman	Eric Giglione
* 5.	Rencel Jones	81,890	122,448	81		DeMario Cooper	Slav Bitman
6.	Paul Samra	79,725	105,316		73.7	Cheryl Foti	Jatoft-Foti
7.	Michael McIntosh	78,196	117,302	85		Harjeet Rana	Imran Satti
8.	Evan Holzhauer	68,567	82,225		87.9	Laura Fisher	Eric Giglione
9.	Raymond Risucci	68,214	129,993		74.1	Dorian Oldham	Durhon Oldham
10.	Robert Hearns	67,842	90,430	87		Robert Dunn	Surace-Smith

>> ALL TIME RECORD $1,319,496 1ST SIX MO AGT TAINA LAMEKO <<
>> ALL TIME RECORD $1,522,976 NET ALP TAINA LAMEKO <<

Master General Agents

1. ROBERT DUNN
Columbus, OH

2. JIM BIANCHI
Rochester, NY

3. BRETT GRYSKA
Rochester, NY

4. LAURA FISHER
Edison, NJ

5. JEFFERY THIEL
Pittsburgh, PA

APRIL PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1.	Robert Dunn	$90,034	$107,620	69.2		Surace-Smith
2.	Jim Bianchi	73,920	158,242	72.6		Durhon Oldham
3.	Brett Gryska	63,564	136,533	70.7		Durhon Oldham
4.	Laura Fisher	57,926	79,079	74.3		Eric Giglione
5.	Jeffery Thiel	52,812	62,259		90	Simon Arias
6.	Joseph Moore	52,098	63,154	76.7		Matt Henderson
7.	Desi Dimitrova	51,994	69,714	73.2		Allan Jennings
8.	Wayne Fader	49,787	62,542	78.2		Marc Rosen
9.	Robert Shafer	48,692	49,924	76.1		Scott Rehberg
10.	Julianna Jones	47,338	48,071	76.0		Barry Dillah
	>>	ALL TIME RECORD	$326,483 1ST SIX MO AGT		JEFF RIBMAN	<<
	>>	ALL TIME RECORD	$364,595 NET ALP		JEFF RIBMAN	<<

YTD PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
* 1.	Lorenzo Lameko	$519,335	$646,337		90	Steve Friedlander
* 2.	Stephen Hill	338,773	357,216		87	Steve Friedlander
* 3.	Brett Gryska	296,286	333,607	69.8		Durhon Oldham
* 4.	Jim Bianchi	232,436	496,054	72.6		Durhon Oldham
* 5.	Robert Dunn	213,612	273,316	69.2		Surace-Smith
6.	Joseph Moore	169,246	176,704	76.7		Matt Henderson
7.	Cheryl Foti	169,202	361,997	71.1		Jatoft-Foti
8.	Wayne Fader	158,852	179,542	78.2		Marc Rosen
9.	Jeremy Welch	153,323	180,035	68.0		Slav Bitman
10.	Desi Dimitrova	149,720	209,736	73.2		Allan Jennings
	>>	ALL TIME RECORD	$1,802,351 1ST SIX MO AGT		PAUL RUMBUC	<<
	>>	ALL TIME RECORD	$2,168,283 NET ALP		PAUL RUMBUC	<<

Regional General Agents

1. JIM BIANCHI
Rochester, NY

2. FRANCISCO PEREZ
Flushing, NY

3. SONNY GURNEY
Troy, MI

APRIL PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1.	Jim Bianchi	$197,574	$449,750		75.0	Durhon Oldham
2.	Francisco Perez	139,584	196,073		68.3	Theodore Pappas
3.	Sonny Gurney	114,127	245,850		70.2	Paul Rumbuc
4.	David Hausman	108,307	163,249		71.4	Eric Giglione
5.	Mitchell Duplantis	103,439	152,138		71.0	Marc Rosen
	>>	ALL TIME RECORD	$250,884 1ST SIX MO AGT		JIM BIANCHI	<<
	>>	ALL TIME RECORD	$470,822 NET ALP		JIM BIANCHI	<<

YTD PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
* 1.	Jim Bianchi	$719,945	$1,625,961		75.0	Durhon Oldham
* 2.	Nicholas Zangardi	370,763	553,626		68.0	Surace-Smith
3.	Francisco Perez	362,025	566,973		68.3	Theodore Pappas
4.	David Hausman	353,326	669,130		71.4	Eric Giglione
5.	Mitchell Duplantis	322,966	440,712		71.0	Marc Rosen
	>>	ALL TIME RECORD	$1,989,902 1ST SIX MO AGT		JIM BIANCHI	<<
	>>	ALL TIME RECORD	$4,570,094 NET ALP		JIM BIANCHI	<<

Public Relations

CHUCK HILL
PR Manager
Concord, CA

LARRY LOZANO
Category A
Concord, CA

RONA PILEGGI SPANO
Category A
Chicago, IL

AL WALL
Category B
Toronto, ON

PAUL WINSLOW
Category B
St. Louis, MO

KENNETH ALTIZER
Category C
Nebo, WV

DONALD SPOHN
Category C
Cleveland, OH

APRIL PRODUCTION

Category		Name	Production	SGA
PR Manager	1.	Chuck Hill	10,823 Cards	Jatoft-Foti
	2.	Malka Arony	7,196 Cards	HO LA/Hartman
	3.	Susan Fuldauer	4,091 Cards	HO IN
Category A	1.	Larry Lozano	5,872 Cards	Jatoft-Foti
	2.	Rona Pileggi Spano	5,141 Cards	HO Chicago
	3.	Malka Arony	4,014 Cards	HO LA/Hartman
	4.	Michael Martin	3,786 Cards	HO CD (ON)
	5.	Brenda Di Somma	3,346 Cards	HO NJ
Category B	1.	Al Wall	4,571Cards	Josh Chalom
	2.	Paul Winslow	3,519 Cards	HO St Louis
	3.	Cynthia Layton	3,048 Cards	HO KS
	4.	Robin Andrade	2,653 Cards	HO MA
	5.	Nicole Pate	2,428 Cards	Chris Hernandez
	>>	ALL TIME RECORD	18,960 Cards	<<
Category C	1.	Kenneth Altizer	24 Groups	HO WV
	2.	Donald Spohn	14 Groups	Surace-Smith
	3.	Jerry Hartnett	9 Groups	Surace-Smith
	4.	Cheryl Cook	8 Groups	HO PA
	5.	Richard Case	7 Groups	Surace-Smith
	>>	ALL TIME RECORD	55 Groups	VIVIAN DWYER <<

YTD PRODUCTION

Category		Name	Production	SGA
PR Manager	* 1.	Malka Arony	27,626 Cards	HO LA/Hartman
	* 2.	Chuck Hill	23,566 Cards	Jatoft-Foti
	3.	Susan Fuldauer	22,015 Cards	HO IN
Category A	* 1.	Rona Pileggi Spano	15,511 Cards	HO Chicago
	* 2.	Malka Arony	9,840 Cards	HO LA/Hartman
	3.	Brenda Di Somma	9,598 Cards	HO NJ
	4.	Chuck Hill	8,347 Cards	Jatoft-Foti
	5.	Larry Lozano	8,214 Cards	Jatoft-Foti
Category B	* 1.	Al Wall	14,051 Cards	Josh Chalom
	* 2.	Robin Andrade	7,745 Cards	HO MA
	3.	Cynthia Layton	7,652 Cards	HO KS
	4.	Michelle Baxter	6,254 Cards	HO IN
	5.	Susan Fuldauer	6,125 Cards	HO IN
	>>	ALL TIME RECORD	61,879 Cards	DENISE BOWYER <<
Category C	* 1.	Kenneth Altizer	29 Groups	HO WV
	* 2.	Donald Spohn	26 Groups	Surace-Smith
	3.	Richard Case	24 Groups	Surace-Smith
	4.	Brett Hulme	23 Groups	HO GA
	5.	Cheryl Cook	22 Groups	HO PA
	>>	ALL TIME RECORD	136 Groups	KENNETH ALTIZER <<

Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows:
Category A = SGA categories I and II.
Category B = All other SGA categories
Category C = Top number of group credits signed from all SGA categories.
Also, please note, the number of leads will be used to break a tie in Category C.

State General Agents

Rick Altig

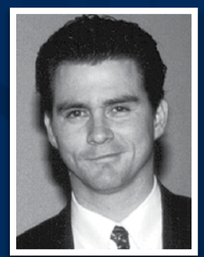
Simon Arias

Josh Chalom

David Cohen

Micah Cohen

Mark Hancock


Allan Jennings

Darren Miller

APRIL PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.3	$454,650	$221,000	206
Category II	Alt-Orl-Venekamp		70.6	120,079	76,000	158
	Joe Manone		75.9	122,302	104,000	118
	Cohen-Cohen		78.5	163,924	143,000	115
Category III	Theodore Pappas		68.7	143,738	100,000	144
	Marc Rosen		71.3	102,825	94,000	109
	Chris Hernandez		70.7	94,339	88,800	106
Category IV	Alt-Orl-Traboulay		68.5	82,642	73,500	112
	Tyrone Conard		68.1	89,813	80,000	112
Category V	Allan Jennings		74.8	82,576	69,500	119
	Scott Rehberg	88		56,514	52,500	108
Category VI	Mark Hancock		69.9	68,656	57,500	119
	James Bailey	89		39,259	35,000	112
Category VII	Simon Arias	97		103,285	30,500	339
	Tim McAdams	92		44,263	37,000	120
	Travis Moody	97		40,951	34,500	119
	A J O'Connor		70.3	48,482	43,500	111
	Scott Sonnenberg		68.9	50,424	47,000	107
Category VIII	David Orrico		70.3	34,503	32,500	106
Category IX	Darren Miller		77.5	34,218	32,500	105

YTD PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.3	$1,383,864	$884,000	157
Category VI	Mark Hancock		69.9	264,537	230,000	115
Category VII	Simon Arias	97		120,866	61,000	198
	Travis Moody	97		43,432	34,500	126
	Scott Sonnenberg		68.9	199,354	188,000	106
Category VIII	David Orrico		70.3	134,483	130,000	103

Ilija Orlovic

David Orrico

Theodore Pappas

Marcus Smith

Jim Surace

Brian Traboulay

Dustin Venekamp

Tom Williams

APRIL PRODUCTION - Net ALP

Category	Name	NG	Rtn	Net ALP	Net ALP Obj	% of Obj
Category I	Surace-Smith		69.3	$724,093	$433,000	167
	Altig-Orlovic		70.1	1,566,063	1,517,000	103
Category II	Cohen-Cohen		78.5	352,856	282,000	125
	Joe Manone		75.9	238,443	195,000	122
	Alt-Orl-Venekamp		70.6	174,345	147,000	119
Category III	Tom Williams		68.0	228,421	186,000	123
	Theodore Pappas		68.7	211,593	191,000	111
Category IV	Josh Chalom		71.8	248,414	165,000	151
	Alt-Orl-Deley		70.4	204,099	165,000	124
	Alt-Orl-Traboulay		68.5	150,828	143,000	105
Category VI	Mark Hancock		69.9	149,316	113,000	132
	James Bailey	89		67,859	65,000	104
Category VII	Simon Arias	97		120,657	61,000	198
	Travis Moody	97		87,313	69,000	127
Category VIII	David Orrico		70.3	71,893	65,000	111

YTD PRODUCTION - Net ALP

Category	Name	NG	Rtn	Net ALP	Net ALP Obj	% of Obj
Category I	Surace-Smith		69.3	$2,342,888	$1,732,000	135
Category II	Cohen-Cohen		78.5	1,156,521	1,128,000	103
	Alt-Orl-Venekamp		70.6	494,589	486,000	102
Category III	Tom Williams		68.0	841,406	744,000	113
Category IV	Alt-Orl-Deley		70.4	805,502	660,000	122
	Josh Chalom		71.8	777,651	660,000	118
Category VI	Mark Hancock		69.9	559,926	452,000	124
Category VII	Travis Moody	97		94,021	69,000	136
	Simon Arias	97		147,396	122,000	121
Category VI	David Orrico		70.3	268,172	260,000	103

the new ailife.com

by sam yarbrough
creative director of marketing

The new ailife.com is here! Not only was it designed to provide AIL with a competitive looking web presence, it was built to provide concise information about our company, products, and services in an easy to find format.

Look here! V V V

Now the Ideal Stop for:

- Groups deciding to partner with our company to provide benefits to their members
- Working Families deciding to sign up for products with our company
- Potential Agents and other professionals investigating AIL as a legitimate and firmly grounded company
- Any AIL employee or contractor wishing to supplement other marketing materials as they provide additional information on our company

Look here! >>>

What's Next

Gone are the days of "a new marketing piece, a new look." Going forward, consistency will be our theme: new marketing materials will be designed, and established marketing materials redesigned, to fall in line with our revamped corporate image. As we climb over $100M, our consistent look across all marketing assets will strengthen our rapport with our customer base.

Our next step will be to transition nilife.com to the new design. Once complete, both companies will share a common visual identity.

If you have any website comments or ideas, please email Sam Yarbrough at syarbrough@ailife.com.

New Branding

Another big change you will notice is the presentation of our image: our name and logo, corporate colors of bronze, blue, and white, and in-the-home family imagery. All were set to provide an up-to-date look that we could use as a framework to promote our message of "protecting working families."

log on to meet our new look!

BONUS

Total Bonuses: $1,467,746.90

Retention Bonus*

QUALIFIER	SGA	AMOUNT
Lily Tchen	Cohen-Cohen	$4,729.08
Max Quasem	Cohen-Cohen	4,393.13
Sean Lacroix	Altig-Orlovic	4,167.11
Helen Taylor	Altig-Orlovic	3,727.79
Karen Stockwell	Steve Hartman	3,320.98
Freida Yakubov	Tom Williams	3,213.98
Preeti Sahgal	Josh Chalom	3,158.90
Benham Halali	Jatoft-Foti	2,987.96
Randolph Souliers	Altig-Orlovic	2,781.65
Diego Arango-Puerta	Matt Henderson	2,778.14

TOTAL RETENTION BONUS PAID: $189,902.16

120 Producers Qualified

PR Bonus*

QUALIFIER	SGA	AMOUNT
Rona Pileggi Spano	HO Chicago	$5,761.13
Michael Martin	HO CD (ON)	4,150.00
Larry Lozano	Jatoft-Foti	2,861.40
Al Wall	Josh Chalom	2,803.83
John Cozakas	Jatoft-Foti	2,788.00
Brenda Di Somma	HO NJ	2,589.00
Malka Arony	Steve Hartman	1,174.08
Chuck Hill	Jatoft-Foti	1,081.89
Amanda Mlinaz	Matt Henderson	937.50
Donald Spohn	Surace-Smith	888.00

TOTAL PR BONUS PAID: $43,947.29

104 PR Reps Qualified

MGA Bonus*

QUALIFIER	SGA	AMOUNT
Brett Gryska	Durhon Oldham	$1,288.36
Jim Bianchi	Durhon Oldham	1,122.43
David Wang	Bob Olson	978.32
Alex Gonzales	Jatoft-Foti	857.30
Steven Engrav	Joe Manone	822.16
Doreen Ryan-Foti	Jatoft-Foti	765.43
Cheryl Foti	Jatoft-Foti	727.41
Steven King	Paul Rumbuc	714.72
David Solomonov	Josh Chalom	688.55
Tiffany Roland	Altig-Orlovic	687.51

TOTAL MGA BONUS PAID: $16,050.45

33 Managers Qualified

BR Bonus*

QUALIFIER	SGA	AMOUNT
Harjeet Rana	Imran Satti	$12,974.87
Jim Bianchi	Durhon Oldham	11,116.15
Sabrina Lloyd	Barry Dillah	9,495.04
Stephen Bendure	Surace-Smith	9,031.46
Robert Dunn	Surace-Smith	8,993.27
Michael LiBassi	Surace-Smith	8,858.89
Brett Gryska	Durhon Oldham	8,351.92
Laura Fisher	Eric Giglione	7,126.07
Byron Paz	Josh Chalom	6,718.55
Robert Gerdes	Joe Manone	6,606.95

TOTAL BR BONUS PAID: $553,249.74

547 Managers Qualified

Reinstatement Bonus*

QUALIFIER	SGA	AMOUNT
Sami Mogannam	Jatoft-Foti	$2,217.63
Balvino Cardoza	Cohen-Cohen	1,224.55
Carlo Bonifazi	Bob Olson	1,049.19
David Jackson	Tom Williams	1,034.04
Timothy Dawe	Bob Olson	915.66
David Wang	Bob Olson	712.92
David Ackerman	Eric Giglione	600.30
Preeti Sahgal	Josh Chalom	543.51
Rudi Camenzind	Cohen-Cohen	403.05
James Larkin	Theodore Pappas	390.81

TOTAL REINSTATEMENT BONUS PAID: $22,453.39

98 Producers Qualified

New Agent Bonus*

QUALIFIER	SGA	AMOUNT
Roghie Hassanloo	Josh Chalom	$4,142.40
Kevin Ishikane	Altig-Orlovic	3,912.88
Dart Brown	Surace-Smith	3,383.71
Thomas Drummey	Imran Satti	2,961.95
Patrick Taylor	Altig-Orlovic	2,897.60
Elvis O'Banor	Eric Giglione	2,865.02
Jamison Weatherspoon	Surace-Smith	2,599.36
Earnest Powers	Simon Arias	2,564.63
Melissa McCall	Durhon Oldham	2,312.03
Edward Rangel	Surace-Smith	2,283.21

TOTAL NEW AGENT BONUS PAID: $642,143.87

1,384 Producers Qualified

Best Month Ever!

April 2008

The Best Month in the history of
American Income and National Income

Best Net ALP Month Ever:
$9,945,000

38% Growth over April 2007

16% Growth Year to Date

Top Codes Ever:
537
(first time ever with over 500 codes in a month)

Top Number of Agents Submitting Ever:
1,640

Most April Leads Generated:
104,425
(Highest Single Growth Percentage Ever : 40% over 2007)

Anniversary

35 Years of Service
David Blaisdell

32 Years of Service
Roger Johnson

29 Years of Service
Joe Manone

25 Years of Service
Suzanne Powers

24 Years of Service
Steve Friedlander

20 Years of Service
John Wagner

16 Years of Service
David Thornton

13 Years of Service
Steve Hartman
Lawrence Hauck

12 Years of Service
Durhon Oldham
Ilija Orlovic
Leo VanDenBussche

11 Years of Service
Bruce Goudy
Michael Hanson

10 Years of Service
Al Wall

9 Years of Service
Theresa Bellajaro
David Iriye

8 Years of Service
Timothy Clark
Allan Jennings

7 Years of Service
Pat Alessi
James Bailey
Joseph Diecedue
Steve Greer
Patricia Lee
Jim Read

6 Years of Service
Travis Vandeberghe

5 Years of Service
Sandi Babcock
William Bell
Brian Hugli
Joanne Marks
Cheryl McLean
Jay Meyer
Lily Tchen

4 Years of Service
Allison Bankowski
Levar Morgan

3 Years of Service
James Aalders
James Brenneis
Thomas Craig
Scott Latta
Charles Vance

2 Years of Service
Benjamin Ainscough
Larry Bolinske
Matthew Cartwright
Scott Fenton
Gregory Hayman
Daven Hermosura
Kory Holler
Todd Houchins
Glyn Hurst
Isola Jones
Jose Lopes
Alexis Mathis
Laura McCurry
Joseph Pastega
Daniel Pinschmidt

2 Years of Service (cont.)
Lori Simpson
Lloyd Sorrell
Sarah Sweeney
Ka Wing Yu

1 Year of Service
Craig Adams
Ineida Andrade
Anthony Balsano
Lindsay Bennett
Travis Brock
Amy Buskas
James Charron
Eric Cochran
Scott Cooksey
Steven D'Andrea
Daniel Davidson
Matthew Dean
Heidi DeMont
Sonya Dimsdale
Bill Duncan
Christine Durrer
Gregory Easley
Lazarus Echeta
Nina Edmonds
Nene Emesih
Clover Fox
Aaron Gebke
Luay Ghawi
Marcell Graham
Roghie Hassanloo
Norman Hightower
Stephen Hill
Kevin Ishikane
Julianna Jones
Daniel Kelly
Keith Kirchner
Kyle Kollhoff
Albert Kunsman
Shaelagh Legus
Peter LilaLilomaiava
Ramin Maghsoud

1 Year of Service (cont.)
Martin McCarthy
Roger Melton
Robert Peak
Dwayne Powell
David Ramirez
Mary Roadruck
Cynthia Romero
Meuy Saelee
Toni Sanders
Christine SanPedro
Rodney Statham
Adam Sweet
Jimmy Tchen
Amanda Tenorio
Angelina Thomas
Luz Torres
Dawn Trudden
Peter Varley
James Wagar
Ryan Waters
Ryan Whorley
Matt Wyss
Charles Zwicker

Promotions

Regional General Agent
David Ackerman
Ryan Bisanz
Laura Fisher
Dorian Oldham
Jim Read
Melanie Smollin
Brandon Teter
Michael Vasu

Master General Agent
Samantha Chui
Deonica Culberson
David Garbarskiy
Luay Ghawi
David Goodman
Ryan Hall
Yvonne Hernandez
Robert Kanaan
Pamela Ladd
Jose Lopes

General Agent
57.5%–60%

Marinela Achim
Anthony Balsano
Elizabeth Cazares
Scott Cooksey
Michel Dickey
Timothy Matteson

Robert Decker
Joanne Dragotta
Mickey Flinn
Salvatore Gallo
Robert Harris
Robert Hearns
Justin Herdzina
John Hollins

Supervising Agent
55%

Brian Balch
Julia Beatty
Clayton Burkhart
Amy Buskas
Juan Cardona
Cara DeFiore
Alfonso Garcia
Kory Holler
Brandon Kissinger
Keith Litterst

52.5%

Jennifer Armijo
Gail Arundale
Craig Beck
Vance Bosch
Travis Brown
Keith Cadenhead
Sarai Castanon
Raunel Corona
Kyle Crawshaw
Romaro Crowder
MaryAnn D'Anna
Tami Dixon
Matthew Dolimpio
Christopher Feiner
Christopher Gobeil
David Harrington
David Hayes
Kristin Henry
Clifton Horton
Dmitriy Kagan
Jessica Kemp
Michael Lockhart
Pat Madsen
John Manarte
Stephane Masyn
Cletus McDonald
Marlin McKinney
Nicholas Moakley
Mark Myles
Silvia Ortiz
Joshua Palka
Britany Pariente
Andrew Petersen
Tracey Phinney
Mary Roadruck
Trimonte Rolle
Michael Romeo
Mildred Rush
Jaclyn Sage
John Serrano
Virginia Sibley
Adam Smith
Regina Stingley
Haoyu Xu

Jacklyn Nemchik
Shaun Sideris
Michael van Delft
Christian Vasquez
Ryan Vopat
Terrence Wicks
Derek Wiens
Cynthia Wilhelmi

Todd Royer
Perla Vargas
David Walton

Raymond Risucci
Matthew Smith
Noah Strozier
Shawn Walker
Daniel Walton

Matthew Marshall
Dick Nakatani
James Reisser
Almir Toska
Alba Wandurraga
Jorell Washington
Jamison Weatherspoon
Michael Yoxtheimer

Watch Us Grow!

Our company is constantly expanding, and we take great pride in announcing the newest office openings.

Imran Satti has stepped up to the plate and opened two new offices in the New Brunswick area.

The Imran Satti Agency
Edmonston, NB
MGA: Aaron Burke

Miramichi, NB
MGA: Mark Poirier

Tom Williams is on the ball, having opened a new office in Florida.

The Tom Williams Agency
Jupiter, FL
MGA: Edward Hanna

Good luck, gentlemen!

We would like to thank all of our newest SGAs for coming forward and taking the reins of their own agencies. This company could not be what it is without your phenomenal leadership and drive.

Jim Bianchi-*Oldham Partnership, PA & NY*

Jeff Ribman-*Los Angeles*

Josh Goodman-*Boston, MA*

James Bailey-*Kansas City, MO*

Simon Arias-*Pittsburgh, PA*

Travis Moody-*Louisville, KY*

Darren Miller-*St. Louis, MO*

Tim McAdams-*Georgia*

Matt Wolfanger-*NH & ME*

Outlook

ROB FALVO

SENIOR VICE PRESIDENT OF FIELD OPERATIONS

The SGA Career Track

Whether you are new to our company or even someone with tenure, have you ever wondered what you had to accomplish in order to be promoted to State General Agent?

The answer is simple — achieve the following levels.

Level 1: Qualifying
For you to qualify you must meet the following criteria:
- 2 years of continual service with AIL/NILICO
- Production of at least $225,000 of 1st Six Mo. Agent production (Last 12 Months)
- Must have a 4 Month Retention Rate of 68% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

Level 2: Preparing for an Offer
Once you qualify by achieving the above criteria, a letter of eligibility will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, and myself to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA, and the Home Office.

Level 3: Making an Offer
I will contact you to:
- Let you know what territory(s) we will be offering.
- Discuss who will be replacing you and what one person you will be taking with you. (Your SGA can protect one person who they feel they need to keep.)

This process has been in place since January 2008, resulting in 11 SGA promotions, and there will be many more. If you have any questions, please feel free to set up a conference call with me and your State General Agent.

I look forward to seeing you achieve your dream of financial security!

American Income & National Income

Proudly Present

A New Labor Advisory Board Member

Rose Ann DeMoro

Executive Director, California Nurses Association/National Nurses Organizing Committee

Rose Ann DeMoro has been the executive director of CNA/NNOC for the past fourteen years. To registered nurses, labor unions, elected officials, health policy experts, and progressive community leaders throughout the world, CNA/NNOC has been renowned as one of the most influential and fastest growing unions and healthcare organizations in the U.S. Much of this reputation is associated with DeMoro and her leadership.

DeMoro is widely regarded around the country for leading one of the few unions that is expanding, politically progressive, and predominantly female. She is also known for advocating real political reform and a single standard of health care for all people. Under her leadership, CNA/NNOC has gained international acclaim for igniting the campaign that dropped Governor Arnold Schwarzenegger's public approval rating from 70% to 35% in the polls and was ultimately responsible for his defeat in a special election in 2006.

DeMoro has been named one of the 100 most influential people in health care for the past five years running by *Modern Healthcare Magazine*, and was named one of *Esquire Magazine's* "Best and Brightest of 2006." She was also honored by MSN.com, who named her one of the "Ten Influential Women of 2006."

Under DeMoro's stewardship, the California Nurses Association has tripled its membership, enabled nurses to become outspoken advocates for patient care and universal health care, sponsored some of the most far-reaching health care reforms in the nation, and been a model of a new style of union-consumer alliance and activism. After many years of winning some of the nation's premier contracts for its membership, CNA founded the National Nurses Organizing Committee, which is proud to boast members in forty states across the country.

She has been with CNA since 1986. She previously served as director of the Professional Division of the Western Conference of Teamsters, where she organized Hollywood producers.

DeMoro holds a B.A. in Psychology from Southern Illinios University and completed her course work for a Ph.D. in Sociology from the University of Califonia, Santa Barbara.

We are proud to introduce Rose Ann DeMoro as the newest member of the AIL/NILICO Labor Advisory Board. She is a welcome addition to our growing wealth of insight and leadership.

SCOTT SMITH

EXECUTIVE VICE PRESIDENT
& CHIEF MARKETING OFFICER

LIFE LESSONS FOR SUCCESS

When preparing my monthly comments, I have drawn from all sorts of inspiration. Books I've read, movies I recently watched with Peggy, and especially my experiences as a coach have all served as backbones for some of my favorite comments. This month is no different, as the inspiration came from a recent church sermon.

At this sermon, Reverend McCoy was addressing a group of high school graduates, and he gave some particularly insightful advice. These were tips and hints I think everyone could benefit from, even those who have been out in the real world for a while.

- Discard the Junk: Leave behind the negatives and graduate from disappointments. Be proud of who you are.
- Claim All that is Good: As a group, we are extremely fortunate to have more spending money, more food, and better shelter and transportation than 75% of the world, and this is due to our own hard work and effort.
- Forge Healthy New Connections: There is no limit to what you are capable of when you surround yourself with knowledgeable and successful friends and associates.
- Commit to the Future: No one knows it all. Prepare yourself to learn a little more every single day.
- Savor the Day: My personal favorite.

These are the qualities of winners, all of which sum up nicely with "Carpe Diem — Seize the Day." As my minister ended his sermon that day, the motto of the mediocre is "there is always tomorrow."

Winners don't wait for tomorrow; they jump on the opportunities presented to them today.

Roger has always said we should take on the challenges before us and reinvent who we are in order to achieve them. Sometimes, you have to step outside of your comfort zone if you want to accomplish your goals and dreams.

Well, Roger has thrown down the gauntlet and our goal has been set — $250M ALP in the year 2014. A number like this might sound incredibly high, but think about it: this target can be reached by growing at a rate of 15% per year, and we're well on the way this year with 16% after May. If we finish 2008 at $106M, we will already be on track to accomplishing this challenge.

So ask yourself how you are going to prepare to achieve our new goal. What comfort zones do you have to step out of? I guarantee every effort will be worth your while, especially when it's your time to stand in the winner's circle.

Top Producers belong in Beverly Hills!

SEE YOU ON THE RED CARPET

2009 Convention: May 14-17, 2009

Stay at the Beverly Hilton, home of the Golden Globe Awards

For complete Convention Qualifications, go to:
www.ailife.com/agency/spotlight/maingtl.htm

the BEVERLY HILTON

Public Relations Bonus

Total $43,947.29

Rona Pileggi Spano	$5,761.13
Michael Martin	4,150.00
Larry Lozano	2,861.40
Al Wall	2,803.83
John Cozakas	2,788.00
Brenda Di Somma	2,589.00
Malka Arony	1,174.08
Chuck Hill	1,081.89
Amanda Mlinaz	937.50
Donald Spohn	888.00
Carmella Stroud	774.75
Jesse Peterson	714.00
Vivian Dwyer	703.49
Alina Latinsky	653.50
Darrell Dorey	651.50
Kenneth Altizer	648.50
J T Tasker	625.50
Brett Hulme	553.50
Rodney Statham	535.00
Hillary Hunnewell	531.00
Karen Apgar-Scholz	483.00
Robin Andrade	434.50
Kevin O'Connor	433.50
Nathan Cook	424.50
Leo VanDenBussche	391.50
Sandra Johnson	383.50
Angela Potter	382.50
Casandra Robinson	361.00
Mark Gagliardi	353.88
Joseph Westfall	334.50
Nicole Pate	325.00
Taneilya Whitesell-Collins	320.00
Jerry Hartnett	311.00
Sara Thrailkille	303.00
Barbara Knight	292.75
Suny Robinson	283.50
Jenny Williams	275.75
Stephen Matous	274.00
J D Bedford	268.50
James Clark	231.00
C J Briggle	227.25
Stephen Crockett	208.50

JANUARY
FEBRUARY
MARCH
APRIL
MAY
JUNE
JULY
AUGUST
SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER

*All qualifiers listed achieved at least $200 in bonus totals.

MGA Bonus

Total **$16,050.45**

April Bonus Qualifiers

Brett Gryska	$1,288.36
Jim Bianchi	1,122.43
David Wang	978.32
Alex Gonzales	857.30
Steven Engrav	822.16
Doreen Ryan-Foti	765.43
Cheryl Foti	727.41
Steven King	714.72
David Solomonov	688.55
Tiffany Roland	687.51
Mathew MacCannell	686.87
Elaina Bosco	682.19
David Iriye	626.94
Andrew Bishop	499.20
Volodymyr Derevyanyy	422.37
John McCreary	369.85
David Hausman	$346.24
Cindy Craven	341.57
Philip Prata	331.42
Christopher Stephens	314.03
Samantha Chui	294.30
Michael Laramie	273.31
Dorian Oldham	268.44
Charles Vance	251.66
Michael LiBassi	249.80
Matthew Ho	240.15
Harjeet Rana	237.97
Alberto Alcala	200.81

*All qualifiers listed achieved at least $200 in bonus totals.

Retention Bonus

Total $189,902.16

QUALIFIER	BONUS*
Lily Tchen	$4,729.08
Max Quasem	4,393.13
Sean Lacroix	4,167.11
Helen Taylor	3,727.79
Karen Stockwell	3,320.98
Freida Yakubov	3,213.98
Preeti Sahgal	3,158.90
Benham Halali	2,987.96
Randolph Souliers	2,781.65
Diego Arango-Puerta	2,778.14
Krista Thieme	2,763.28
Daniel Potilechio	2,677.01
Norman Lew	2,503.92
Bobby Gujral	2,500.49
Andrew Haskins	2,500.33
Benjamin Eggen	2,355.46
Jason Young	2,347.92
Bradley Ellison	2,343.62
Yevgeniy Kashkin	2,342.47
Amir Sedaghat	2,312.95
Marinela Achim	2,308.76
Timothy Cruise	2,292.27
Kelvin McDiarmid	2,197.58
Glenn Van De Sande	2,181.93
Shiwa Hollingsworth	2,132.45
Kevin Haines	2,130.80
David Jackson	2,128.49
Ronald Friedlander	2,098.97
Richard Carter	2,074.98
Tibor Simon	2,064.97
Lovely Johnson	2,044.50
Douglas Zigby	2,015.80
Joey Kennedy	2,009.68
Andrew Bishop	1,981.07
Joaquin Santos	1,973.68
Craig Strompf	1,972.52
Hank Gordon	1,961.81
Maria Esposito	1,923.57
Timothy Nolan	1,898.08
Douglas Bauknecht	1,860.29

QUALIFIER	BONUS*
Samson Adelufosi	$1,846.60
Robert Ulreich	1,816.88
Harold Canter	1,814.93
Scott Florin	1,814.50
Kelly McDonald	1,754.72
Iryna Sushkova	1,734.63
Adam Kahn	1,734.55
Herman Fennell	1,696.05
Barbara Leader	1,683.29
David Williams	1,673.09
Christopher Jordan	1,666.13
Michael Zorn	1,643.89
Natalie Soboleva	1,616.76
Omar Hashimi	1,610.57
Jay Meyer	1,608.68
Alfred Brenner	1,554.85
Samantha Chui	1,544.40
Herbert Adams	1,542.78
Arthur Westergren	1,498.11
Valerie Capano	1,442.46
Elizabeth Hodgson	1,411.58
Natalie Linker	1,383.26
Anthony Mele	1,351.68
Diana McNair	1,349.72
Martha Souto	1,342.20
James Schneider	1,332.64
Crystal Reeves	1,322.63
Clayton Menezes	1,312.68
Rudi Camenzind	1,299.65
Paul Samra	1,296.96
Pamela Ladd	1,275.92
Philip Anderson	1,260.44
Jinzhou Zhao	1,260.13
Benjamin VanFossen	1,209.20
Angeles Ordas	1,155.16
Angelika Vassilieva	1,138.43
Steven Strong	1,137.92
Sara Welch	1,125.61
Thomas Soloweyko	1,123.04
Eli McKenzie	1,080.63

QUALIFIER	BONUS*
Erickson Bencosme	$1,044.19
Dennis Titcombe	1,031.22
Mickenzie Linse	1,020.52
Sean Hall	991.36
Mark Peltz	979.00
James Larkin	969.70
Mark Bleier	962.74
Janette Meza	933.15
Russell Morris	928.79
Edward Clunk	915.92
John Collins	911.50
Bradley Kincaid	906.80
Timothy Dawe	905.35
Brian Morse	893.89
Herivelto Pereira	885.18
Scott Hanna	880.66
Andrea Yee	850.43
Josh Killian	832.02
Thomas Tulowiecki	826.20
Ted Schilling	810.61
Willie Hayden	804.58
Maijargal Sukhbaatar	786.75
Allison Bankowski	778.14
Julie Wells	777.23
Jeff Spanaus	753.63
Scott Remmey	737.34
Jacob Lewis	725.95
Ricardo Subero	724.43
Thomas Craig	624.13
Jenny Sample	611.26
Andrea Barenholtz	607.26
Alex Gonzales	596.96
Patrick Duray	589.12
John Farley	541.64
Curt Snow	482.95
Sharon Nigota	467.82
David Ramirez	378.76
Christine Durrer	355.28
Dwayne Powell	338.39

*All qualifiers listed achieved at least $200 in bonus totals.

Reinstatement Bonus

Total $22,453.39

April Bonus Qualifiers

Sami Mogannam	$2,217.63
Balvino Cardoza	1,224.55
Carlo Bonifazi	1,049.19
David Jackson	1,034.04
Timothy Dawe	915.66
David Wang	712.92
David Ackerman	600.30
Preeti Sahgal	543.51
Rudi Camenzind	403.05
James Larkin	390.81
Peter Kaplanis	386.16
Diana McNair	379.29
Sonya Dimsdale	344.01
James Hurlburt	313.53
Terrence Wicks	312.00
Thomas Parker	300.00
Gloria Sanchez	296.28
Jason Beyer	294.15
Luz Torres	276.00
Lawrence Broniszewski	273.00
Lacey Stoor	$271.83
Patrice Wise	270.86
Krishnamu Ramakrishna	268.35
Brandon Asuka	260.01
Tamara Hawes	258.93
Earnest Loveless	246.64
Frank Kolligian	245.70
David Ramirez	238.32
Jodi MacPherson	236.97
Harjeet Rana	234.51
Yolanda Palmer	233.76
Alejandro Marin	230.10
Henry Getty	217.02
Heather Gonzalez	210.90

*All qualifiers listed achieved at least $200 in bonus totals.

BR Bonus

Total $553,249.74

Qualifier	Bonus
Harjeet Rana	$12,974.87
Jim Bianchi	11,116.15
Sabrina Lloyd	9,495.04
Stephen Bendure	9,031.46
Robert Dunn	8,993.27
Michael LiBassi	8,858.89
Brett Gryska	8,351.92
Laura Fisher	7,126.07
Byron Paz	6,718.55
Robert Gerdes	6,606.95
Lorenzo Lameko	6,537.25
Wayne Fader	6,468.62
Samuel Cohen	6,447.89
Cheryl Foti	6,182.06
Timothy Clark	6,096.22
Volodymyr Derevyanyy	6,021.59
Joseph Moore	5,893.45
Jason Young	5,879.69
David Wang	5,866.01
Zachary Hart	4,887.06
Mitchell Duplantis	4,685.74
Alan Silverman	4,630.82
David Melcher	4,550.56
Robert Shafer	4,407.13
Francisco Perez	4,374.49
Levar Morgan	4,359.36
Emmanuel Villasenor	4,322.17
Stephen Hill	4,270.86
Tiffany Roland	4,237.19
Philip Prata	4,173.82
David Iriye	4,155.29
Curtis Proebstel	4,098.55
Jeffery Thiel	3,996.73
Michael Vasu	3,853.90
Maxine Moody	3,849.26
Corey Carbon	3,834.71
Brian Allt	3,783.30
Allan Gilbert	3,690.46
Matthew Melhorn	3,682.18
Alex Grakhov	3,578.63
John Collins	3,514.50
Alex Gonzales	3,504.65
David Guzman	3,434.44
Moswen Taylor	3,352.28
Desi Dimitrova	3,346.29
Jennifer Wehrle	3,238.72
Steven King	3,234.30
Marino Baca	3,209.99
David Montgomery	3,191.70
Michael Garrett	3,143.89
Ryan Bisanz	3,054.93
John McCreary	2,982.25
David Hausman	2,924.10
Dorian Oldham	2,768.22
Perquida Osborne	2,760.53

Qualifier	Bonus
Ronald Rivera	$2,689.41
Steven DiChiaro	2,653.43
Julianna Jones	2,618.32
Hovhannes Ter-Martirosian	2,570.72
Shaun McDonald	2,540.45
Steven Engrav	2,492.47
Kathryn Chaisson	2,488.46
Jason Harris	2,407.97
Mathew Mealey	2,377.48
Richard Barbour	2,365.97
Scott Hanna	2,354.25
Matt Pflueger	2,333.55
Michael Laramie	2,316.10
Kirk Alexander	2,307.74
Maijargal Sukhbaatar	2,303.40
Alvin Hagens	2,288.11
Matthew Lukesh	2,250.85
Averyll West-Washington	2,247.97
George Lahamedjian	2,168.18
Gregory Engrav	2,133.35
John Sparby	2,129.73
LaTonya Tucker	2,091.81
Jeremy Welch	2,054.74
Christopher Clark	2,054.43
Kenji Leonard	2,043.90
Jason Mayer	2,030.18
Lawrence Hauck	1,956.49
David Thomas	1,953.85
Brandon Teter	1,934.76
Antoinette Yellock	1,893.19
Samuel LaSala	1,888.79
Donald Wold	1,856.59
Evan Holzhauer	1,823.08
David Garbarskiy	1,810.68
Raymond Risucci	1,789.49
Sebastian Kazek	1,755.48
Corey Neff	1,754.73
Tim Schroeder	1,752.14
Tracy Haden	1,749.41
Diego Arango-Puerta	1,712.80
Michael Mandella	1,697.43
London Burnett	1,664.24
Garret Kun	1,645.68
Reynaldo Singson	1,631.08
Michael McIntosh	1,627.74
Arthur Greene	1,606.44
James Palmes	1,588.61
Aaron Gebke	1,558.00
Cindy Craven	1,540.08
Michael Sheets	1,529.86
James Vatert	1,522.92
Jason Taylor	1,513.71
Mark Bleier	1,500.05
Elaina Bosco	1,495.00
Randy Teyssier	1,493.11

Qualifier	Bonus
Michael Boyer	$1,479.38
Susan Cooksey	1,478.02
Ryan Vopat	1,435.76
Andrew Bishop	1,434.40
Christopher Jordan	1,413.32
Lee Jeffers	1,407.38
John Franklin	1,390.24
Daniel Walton	1,377.15
Rebecca Klebsch	1,373.93
Diane Carrion	1,357.11
Eric Cochran	1,354.03
Maifea Fetu	1,342.74
Damien Cameron	1,338.43
Edward Rangel	1,323.33
Patrick Stenglein	1,308.04
Earnest Powers	1,284.79
Raphael Bouchereau	1,263.24
Patrick Duray	1,249.92
Robert Hearns	1,209.52
Mathew MacCannell	1,187.59
David Popowitz	1,177.45
Stephen Jubrey	1,172.04
Brock Adams	1,152.19
Nicholas Engrav	1,125.89
Atta Saleh	1,115.97
Federico Watkins	1,099.45
Christopher Williams	1,076.00
Todd Engelson	1,057.63
Toby Potter	1,016.35
Beth Snow	1,016.23
Darcie Crotteau	1,007.27
Antonio Monica	1,006.83
Erik Graham	1,003.47
Craig Strompf	1,001.11
Dawn McElwain	999.40
Richard Correa	988.85
Clifford Mekelburg	953.69
Nicholas Zangardi	946.07
Vanessa García	942.74
Daniel Phares	938.78
Dewey Lewis	920.27
James Cunningham	906.69
Jose Sanchez	903.24
Rodney Ward	897.97
Michael Black	897.20
DeMario Cooper	864.72
Paul Samra	857.48
Dichita Warren	856.76
Norman Hightower	853.87
Floyd Hodoh	850.96
Susan Bergh	849.23
Michael Antognoli	838.57
Peter LilaLilomaiava	837.73
Richard Sprigg	827.72
Mary Attie	824.03

BR Bonus

Qualifier	Bonus
Matthew Dolimpio	$822.78
Robert Hamilton	804.30
Vann Durham	800.59
Matthew Gonzales	796.60
Michael Forcier	786.92
James Allen	785.48
Melissa Hale	783.45
Martin McCarthy	775.84
Kenneth Greer	753.48
Bobby Gujral	750.56
Hyungjun Kae	742.96
Taneshia Solomon	735.18
Ryan Nishio	734.86
Brent Leathers	729.28
Noah Strozier	728.16
Steven Strong	721.98
Yvonne Brown	721.36
Rory Crockford	704.78
Mickey Flinn	700.41
David Ramirez	695.52
Michael O'Rourke	693.98
Bradly Larsen	688.14
Arun Raj	685.80
Carlo Bonifazi	680.70
Gregory Easley	677.60
Aisake Otukolo	662.84
Charles Vance	651.65
Bradley Kampmeier	647.85
Alberto Alcala	629.94
Luis Bagundo	629.01
Adam Ellis	626.46
Theodore Greer	623.71
Anthony Theriault	622.99
Shawn Walker	622.25
Danielle Jankowski	613.24
Tevita Uasilaa	605.40
Sundeep Grewal	603.09
Christopher Keller	602.07
Joanne Dragotta	600.34
David Saez	598.72
Hector Dessis	597.92
Charles Hutchins	597.82
William Chang	597.64
Daniel Valenzuela	595.81
Derek Wiens	593.12
Agatha Safford	589.15
Michael Solomona	585.03
Benjamin Foti	579.01
Glenn Van De Sande	574.38
Brian Blair	570.99
Donny Bowen	570.40
Justin Herdzina	569.27
Rachel Arenas	561.50
Chandler Sanzari	560.40
Katherine Georgiou	552.17
Jaime Cervera	545.66
Bedis Kilani	540.68
Bryan Gravel	539.49

Qualifier	Bonus
Scott Fenton	$534.89
Jason Dickson	526.40
Pablo Garcia	522.36
Melissa Losk	521.13
Steven Rogers	520.82
Elvis Langha	518.27
Aubrey Sarreal	508.69
Albert Lau	506.65
Jamie Rutan	505.01
Bradley Weigand	504.00
Lawrence Willhite	503.31
Stefanos LeBrasseur	501.63
Andrew Skarka	501.27
Ashlynn Orng	501.11
Kasali Kotun	499.97
Sidney Hodgskiss	496.95
Dustin Raaum	493.04
Frank Soldo	492.19
Travis Brock	485.99
Sonia Marin	485.85
Kimberly Bird	484.45
Romaro Crowder	480.27
Amanda Niss	475.49
Robert Vincent	468.50
Roghie Hassanloo	467.25
George Noujaim	466.85
Jermaine Gunter	466.55
Jamison Weatherspoon	465.04
Brad Thomas	462.93
Gary Van Ert	460.59
Tod Brown	451.82
Robert Hughes	449.03
Milton Garlick	448.40
Frank Jendusa	447.57
Erin Moyer	447.56
Orett Nelson	445.18
Andrea Barenholtz	444.11
Candace Engelson	438.80
Adaoma Okereke	433.36
Mathew Propst	431.28
Brian Fernandez	430.65
John Hollins	427.38
Jason Ocean	426.38
Michel Dickey	425.79
Brian Sundberg	423.80
Delaunda Milner	422.24
Rufat Djangirov	421.66
Sharif Grays	419.55
Salvatore Gallo	417.80
Maryna Danielian	414.35
Ryan LeBaron	413.76
Kevin Smith	411.34
Michael Marion	410.62
Angela Coleman	409.60
Frederick Greene	409.50
Sharron Belcher	407.98
Sheila Albitre	406.55
Alek Auxier	403.85

Qualifier	Bonus
Phyllis Jones	$402.43
Gregory McMeckan	385.65
Britany Pariente	378.89
Matthew Davis	368.74
Michael Lockhart	365.04
Athar Sheikh	363.92
Shaun Sideris	360.82
Cara DeFiore	356.60
John McGrath	354.66
Daniel Scoggins	353.98
Godlove Mbah	352.38
Justin Wilson	352.11
James Hurlburt	336.57
Rosalie Zwicker	334.20
Hasheim Jones	333.15
Gabriel Feldmann	332.90
Daniel Armstrong	332.64
Leon Thompson	331.81
Richard Blake	328.57
Terry Knudson	322.69
Maurice Jordan	315.13
Marcus Howard	314.79
Steven Foti	313.91
Michael Sakiewicz	306.35
Larysa Shkinder	302.24
Salvatore Giacchi	296.24
Alan Weissen	295.21
Mark Corkrean	295.20
Michael van Delft	292.65
Brett McCoy	288.24
Josh Killian	284.07
Timothy Matteson	274.53
Larry Pereiro	274.29
Herbert Adams	261.37
I-Perfection Harris	260.40
Julia Beatty	260.36
Travis Eick	258.29
Marc Younger	257.79
Deonica Culberson	255.88
Natalie Linker	254.02
Shaelagh Legus	248.74
Scott English	248.12
Anca Susan.	243.71
Randolph Souliers	234.62
Robert Kanaan	229.75
Daniel Kelly	229.31
William Ray	226.58
Aaron Haskins	226.41
Blake Higuchi	225.57
Daven Hermosura	225.38
Matthew Cartwright	219.98
Michael Nelson	215.95
Cherry Clarke	211.46
Dorothy Henkel	211.05
Pat Madsen	210.71
Sita Pereira	210.13
John Charlton	203.90
Earle Harris	201.54

*All qualifiers listed achieved at least $200 in bonus totals.

New Agent Bonus

Total $642,143.87

QUALIFIER	BONUS*
Roghie Hassanloo	$4,142.40
Kevin Ishikane	3,912.88
Dart Brown	3,383.71
Thomas Drummey	2,961.95
Patrick Taylor	2,897.60
Elvis O'Banor	2,865.02
Jamison Weatherspoon	2,599.36
Earnest Powers	2,564.63
Melissa McCall	2,312.03
Edward Rangel	2,283.21
Brock Lampee	2,279.48
Brenda Anderson	2,214.45
Mark Beckford	2,200.98
Darron Hacker	2,198.33
Robert Vincent	2,190.24
Catherine Minor	2,182.94
Christine Durrer	2,135.10
Jake Sheridan	2,095.33
Lorie Keller	2,077.40
Rochelle Kieta	2,054.62
Danielle Jankowski	2,035.84
Mario Chavez	2,026.04
Kent Zadko	2,013.12
Daniel McCarthy	1,994.20
Blake Higuchi	1,910.70
Shaelagh Legus	1,902.84
Nathaniel Gagum	1,894.13
Andrew Brinkmeyer	1,878.64
Sarah Frost	1,870.02
Osei Agyeman	1,849.90
Andrew Reynard	1,834.33
Peggy Zanowick	1,815.09
Robert Reagan	1,807.66
David Mellies	1,791.97
Lola Tatum	1,787.07
Cassaundra Gordon	1,784.68
Jason Beyer	1,716.61
Benton Tong	1,713.88
William Parmeter	1,707.72
Duane Robertson	1,695.69
Curtis Craft	1,684.33
Jimmie Bell	1,681.12
Lori Sellers	1,677.13
Stephen Jubrey	1,670.51
William Walter	1,662.97
Kristi Vang	1,656.32
Shannon Donald	1,653.41
Kellen Cuttance	1,652.53
Seth Wasson	1,638.69
Arlene Grosso	1,637.01
Gregory McMeckan	1,636.10
Erin Ralph	1,623.21
Amy Buskas	1,612.73
Amy Shui	1,596.46
Anca Susan	1,556.75
Timothy Zettlemoyer	1,523.88
Cody Novak	1,520.19
Regina Stingley	1,514.53
Michael Brown	1,512.40
Nicole Shelton	1,501.48
Brad Thomas	1,497.01
Haoyu Xu	1,467.14
Narcisse Tchapga	1,463.89
Karen Sessing	1,459.43
Michael Thomas	1,455.21
Kevin Yakowich	1,447.82

QUALIFIER	BONUS*
James Brothers	$1,439.84
Clifford Mekelburg	1,438.44
Eric Bott	1,428.98
Joshua Atwood	1,422.36
Erik Costello	1,419.82
Brandon Asuka	1,412.89
Adam Smith	1,400.81
John Serrano	1,400.66
Shawn James	1,384.77
Carlos Yearwood	1,358.95
Maifea Fetu	1,343.88
Matthew Jack	1,338.19
Lee van Delft	1,334.72
Berlinda Parker	1,334.22
Dalen Crouse	1,331.36
Maritza Argueta	1,328.61
Marshan Johnson	1,326.62
Frederick Greene	1,323.22
Craig Kitchner	1,317.00
Timothy Matteson	1,314.24
Athar Sheikh	1,311.81
William Ray	1,309.62
Keith Cadenhead	1,308.07
Travis Eick	1,299.70
Marc Coulter	1,299.10
Emiliekier Ignacio	1,296.30
Nellie Whittaker	1,291.19
Ramin Maghsoud	1,275.92
Gail Arundale	1,275.61
Jose Tavera	1,274.20
Julius Chibayere	1,274.05
Debbie Romero	1,267.80
Shermeka Nicholson	1,262.42
Jerrell Johnson	1,259.13
Leonard Jemiolo	1,245.95
Adam Dziak	1,242.34
Joan Giron	1,241.01
Michael Antognoli	1,239.21
Rondi Cook	1,227.45
Victor Rodos	1,226.52
Mary Ann Gaelic	1,224.38
Ryan Neel	1,219.25
Detreia Glover	1,218.32
Natalie Lloyd	1,215.35
Kyle Schilkey	1,211.27
Debra Bell	1,205.36
Jamie Rutan	1,201.47
Marco Santos	1,197.73
James McLagan	1,197.67
David Ramirez	1,196.28
Tyler Murray	1,185.42
Jerome Kastrow	1,184.32
Regenia Mapson	1,183.03
Brendan Boyle	1,183.00
Rusty Letson	1,182.89
Rachel Murch	1,182.88
Carey Sobers	1,171.04
Joseph Hecker	1,170.49
Jermaine Gunter	1,168.95
Kimberly Bird	1,158.89
Brenda Jameson	1,153.05
Ini Augustine-Akpan	1,147.48
Salvatore Gallo	1,132.02
Jamison Blom	1,131.85
Brian Courtney	1,127.49
Babak Zadeh	1,127.42

QUALIFIER	BONUS*
Joshua Palka	$1,126.66
Brendan Sheehan	1,123.53
Gleb Ostrovsky	1,122.26
Teresa Heupel	1,117.93
Jody Steele	1,113.33
Susan Eaton	1,103.74
Nedelka McLean	1,100.29
Christian Bryant	1,094.65
John Gawinski	1,092.60
Stephane Masyn	1,092.21
Michael Bresette	1,090.15
Mary Attie	1,086.13
Moussa Adou	1,084.28
Kurt Papenhausen	1,075.71
Nissa Siritool	1,069.80
Molly Bach	1,069.71
Sheryl Patterson	1,068.05
Godlove Mbah	1,067.45
Christopher Feiner	1,061.85
Clifton Horton	1,060.37
Secelie DeBellot	1,059.24
Aaron Schroeder	1,058.81
Jessica Kemp	1,055.80
Lanise Johnson	1,055.60
Franlisa Williams	1,049.88
Jason South	1,046.19
Gabriel Mahan	1,044.42
Sharonda Moses	1,041.36
Ronald Rhodes	1,039.36
Jacklyn Nemchik	1,030.21
Darryl Jones	1,022.79
Dustin Kiss	1,020.25
Keith Duncan	1,016.98
Travis Brown	1,011.56
Sonia Marin	1,009.27
Timothy Keene	1,006.91
Renee Anderson	1,001.38
German Pena	1,000.29
Eric Cochran	998.69
Johnathon Bunch	998.37
Christopher Brooks	997.17
Sunshine Moran	993.72
Peter Kwiatkowski	989.19
Raymond Appleberry	986.64
Jocelyn Dirgo	981.72
John Hollins	977.35
Pat Madsen	976.70
Brian Wolchok	976.67
Alexander Stephen	976.22
James Griffith	974.88
Timothy Watson	974.49
Shaun McDonald	974.07
Terrence Wicks	969.69
Travis Stadler	966.86
Zeve Katz	959.92
Tami Dixon	959.06
Claire Maningas	957.16
Gus Graham	952.61
John Johnson	949.01
Kim Charles	948.77
Cole Stukenholtz	938.34
Kate Verhelst	934.57
Yerson Larrahondo	933.09
Damien Cameron	931.26
Eddy Prellwitz	928.07
Tayna Lopez	927.54

New Agent Bonus

QUALIFIER	BONUS*
Kristina Gerhard	$927.11
Renee Benavidez	926.09
Aaron Haskins	925.89
Bahia Abbout	925.83
Kristina Nelson	916.26
Nicholas Dwyer	916.19
James May	914.76
KC Clinton	914.29
Robert Davis	912.65
Vincent Caldwell	911.68
Kevin Roach	910.95
Irasa Lemoe	907.86
Marvin Covington	905.60
John Manarte	905.15
Johan Henriksbo	905.05
Jennifer Strickland	903.40
Mehr Shahukar	902.58
Paul Abeling	902.54
Daniel Johnson	901.71
Matthew Nereng	898.87
Nicholas Moakley	896.97
Mark Sauer	894.60
John Van Buren	894.43
James Delaplante	892.74
Paul Krouse	892.67
Noah Strozier	892.12
Joseph Fink	890.75
Mickey Flinn	888.42
Floyd Hodoh	888.37
Henrietta Tugaga	883.86
Leota Ale	882.75
John Jones	882.12
Marchon Tatmon	881.60
Brian Sundberg	879.91
Giselle Thomas	874.61
Michael Yoxtheimer	870.50
John Slapnicker	869.71
Shawn Yarbrough	869.17
Kieth Matesig	866.11
Kyle Crawshaw	865.59
Vance Bosch	864.88
Michael Glorioso	862.13
Robert Hearns	857.93
Anthony Theriault	855.30
Linda Sapien	854.86
Robert Drake	852.80
Juan Cardona	852.66
Kevin Graves	852.15
Eric Colson	850.82
Jerome Hass	849.45
Charles Mickens	848.38
Lawrence Broniszewski	846.42
Barbara deSaenz	844.55
John Charlton	843.07
Andrew Whitley	842.54
Dick Nakatani	841.32
Cherry Clarke	840.37
Julie Hallgren	834.93
Brad Bennefeld	833.28
Jackson Christiana	832.77
Damien Cannaday	832.25
David Popowitz	829.13
Steve Borkovic	826.87
Felesia Hall	826.31
Derek Ayala	824.75
Michael Romeo	823.90
Benjamin Kelly	822.54
Brandon Zangaro	821.97
Amanda Luchtenburg	819.22
Debera VanDyke	817.95
Gregory Myers	816.93
Alba Wandurraga	815.94

QUALIFIER	BONUS*
Jonathan Swink	$814.16
Dichita Warren	813.75
Lonnie Mounts	813.37
Amanda Niss	812.03
Jason Zamora	811.68
Kevin Richard	810.30
Wayne Lurch	797.23
David Saez	796.01
Josiah Burton	793.92
Richard Pasternack	792.85
Jon Rogers	791.94
Joseph Albitre	791.92
Siulolovao Kafoika	789.84
Brent Leathers	789.45
Edward Bernard	789.07
Carlo Bonifazi	788.95
Norbert Nelson	785.42
Joseph Moskwa	781.21
Benjamin Tartaglia	780.48
Bernardo Lopez	778.97
Stephen Burton	775.91
Sundeep Grewal	775.69
Dywon Terry	775.61
Georgia Georgopoulos	775.28
Bernard Hudson	775.19
Michael Ellis	775.08
Kenton David	770.09
Laurie Quinn	763.42
Crystal Jackson	762.82
Kathy Langley	761.43
Donald Johnson	754.17
Douglas Robinson	748.57
Daniel Valenzuela	747.29
James Erickson	744.80
Sheku Sheriff	744.63
Violetta Sochka	741.32
Kelly Irwin	740.52
Silvia Ortiz	737.21
Craig Byer	737.03
Mele Mailangi	736.48
Nyia McGhee	736.14
Justin Wilson	734.71
Melissa Schroeder	734.47
Brock Graff	733.84
Michelle Faber	732.65
Michael Bennett	729.47
Eric Zweifel	723.98
Stephanie Williams	721.21
Chris Winkowski	718.93
Carol High	718.64
Michael O'Rourke	716.74
Darius Powell	715.99
Richard Cortez	712.44
Jeremy Engrav	711.07
Casey Messick	709.22
Devon Williams	708.87
Dale Meyer	708.28
Sabrina Chandler	707.65
Todd Mileti	707.16
Marsela Kresic	706.38
Jarrod Turner	704.54
Dorothy Henkel	703.89
John Fargot	701.20
Margarita Kagan	700.38
Daniel Griffin	697.96
Leticia Carranza	697.02
Teyonna Badger	693.54
Corby Jesperson	692.48
Michael Lockhart	692.14
Stephane Piche	690.43
Michael Black	685.16
Ulufafo Tauai	684.53

QUALIFIER	BONUS*
Ashley Whitehouse	$680.69
Kari Prieto	674.04
Evan Wicklund	673.66
Gary Van Ert	672.09
Brittany Smart	672.07
Chad Osmon	671.41
Kevin Holtz	671.15
Mary Chastity Daquigan	671.02
Donnell Lee	663.10
Stephen Mullaley	661.76
Moustafa Makhmoud	658.18
Nicholas Brustad	656.55
Jacqueline Mathews	655.33
John Tippett	654.27
Jeffrey Heckard	652.02
Marisa Willgruber	651.23
Christopher Hittner	650.42
Wesley Gaultney	647.76
Charles Zwicker	647.58
Luvette Ward	647.39
Ukaya McGee	646.80
Daniel Jones	645.81
Alexander Scott	643.38
Ian Scott	643.25
Kristina Small	641.69
Craig Beck	640.08
Alex Hernandez	639.63
Jeff Lappin	635.48
Sylvia Martinez	635.22
Alexey Kalinin	634.42
Vianney Ruiz	633.46
Bill Duncan	632.24
Joseph Flynn	629.25
Joshua Stankovich	627.71
Tanya Reid	626.53
Candace Emmerson	625.58
Brian Balch	625.48
Peter Patrie	624.39
Amy Sceri	624.18
Lanajo Wagnon	622.95
Neil Quinn	622.86
Erica Cassavaugh	618.96
Josh Sablan	618.73
Aaron Burke	617.67
Jeffrey Dugan	615.17
Michael Camara	614.21
Jera Culbert	613.70
Joyce Kerfoot	613.65
Benjamin Whyatt	612.95
Christopher Pruett	611.51
Brandon Gordon	603.85
David Jasso	600.14
Jeffrey Hamano	600.01
Mark Bostwick	599.96
David Hayes	598.97
William Winchester	597.37
Lorraine Nixon	596.81
Jessica Leiby	595.61
Barry Smith	593.79
Wilfredo Figueroa	589.47
Humera Sheikh	588.87
Jason Marlow	587.78
Alfredo Ramirez	583.54
Terry Knudson	582.44
Kerri Whalen	582.12
Brian Resnik	579.26
Cody Notch	575.73
Linda White	575.44
Andries Visagie	572.48
Nina Edmonds	570.12
Michael Rome	570.09
Lazarus Echeta	566.72

New Agent Bonus

QUALIFIER	BONUS*
Stephan Siemens	$566.16
Eric DePalma	565.92
Christopher Johndrow	565.66
Leisha Edwards	565.11
Maryna Danielian	564.64
Michael McNulty	563.40
Shannon Sawyer	562.74
John Fifita	561.29
Krystal Nieckar	560.94
Kristin Garramone-Hager	560.62
Alberto Alcala	559.80
Jennifer Perkins	558.94
Oleksiy Kuznetsov	556.96
Bruce Davis	556.03
Ababacar Dia	555.37
Edward Nelson	554.99
Ashley Preciado	551.20
Brett McCoy	550.33
William Smith	548.92
Curtis McGruder	547.48
Krishnamurthy Ramakrishna	541.06
Katherine Wright	539.53
Scott Smaltz	539.43
James Turner	538.76
Tearik Headd	538.41
Keisha Sandle	537.04
Kimberly Riley	534.15
Veronica Lara	533.67
Sefo Purcell	532.46
James Cunningham	531.54
Jason Hollingsworth	531.31
Kenneth Thexton	530.56
Lephus Scantling	529.59
Elizabeth Cazares	527.76
Robert Biser	525.55
Justin Herdzina	522.63
Christopher Przywojski	522.55
Luay Ghawi	520.50
Leila Newman	519.89
Adriana Kalikova	516.51
Francis Catalanotto	515.25
Philip Jordan	514.33
Collin Germann	511.55
Catherine Cusyck	508.66
Marisol Luna	506.05
Neville Shahukar	504.80
Hsiaohsuan Li	504.72
Rhelda Allen	503.94
Daniel Gamble	502.15
Kevin Burton	501.88
Kristann Sloan	499.83
Jacqueline Austin	499.62
Lasalosi Vea	499.05
Milton Smith	497.67
Ronald Starr	497.05
Sharon Castellano	495.00
Martin McCarthy	494.55
Jun Ma	494.40
Leah Thomas	494.13
Jeremy Philbin	493.45
Kendall Reeves	492.63
Daniel Eggers	490.90
Brian McTear	487.56
Mahalia Hill	487.11
Emily James	484.36
David Walton	483.91
Tina Grzeca	483.79
Cindy Cross	483.67
Leonard Harris	482.14
James Ching	482.08
Arnold Chew	481.42
Timothy McCready	481.20

QUALIFIER	BONUS*
Cacia Galiano	$479.34
Joanna Welch	478.20
John Averi	477.34
James Whitesell	477.34
Christine Walker	476.79
Jorge Bermudez Prado	476.50
Michael Hering	475.75
Vera Leus	475.36
Robert Watson	472.54
Scott Wszolek	471.13
Travis Gitzel	470.35
John Harrison	469.72
Ineida Andrade	469.51
Gregory Hood	465.19
David Aronovich	464.83
Samuel Hollins	464.70
Darryl Mitchell	460.42
Charles Clagett	460.10
Alshaune Edwards	458.43
Kristin Magnuson	457.05
Andrew Garcia	455.62
Brian Meyers	455.55
Joseph Costantini	453.50
Steven Farless	452.41
Joanna Mehaffey	449.47
Shaun Sideris	449.47
Alfonso Garcia	447.62
Anais Cardiel	445.71
Danira Madrigal	445.12
Adrian Colin	442.86
David Wheeler	442.01
Kendall Walters	441.78
Dustin Dunbar	441.15
Christina Campos	440.26
Robert Wilkie	438.19
Gillian Watson	437.12
Gabriel Manzo	436.66
James Burke	434.86
Yunita Hartono	434.51
Moussa Cissoko	433.43
Kurtis Ross	433.28
Erik Dzikowski	433.13
Naketoa Talagi	431.71
James Richner	431.67
Jerald Kagarise	431.43
Khristopher Lee	430.31
Cheryl Nelson	429.06
Daniel Burnell	428.52
Jerry Agtmaal	428.45
Melanie Harvey	426.63
Trimonte Rolle	425.53
Edward Harris	425.10
Tihesha Allen	423.92
William Brasher	422.46
William Collins	421.52
Jason Nesbitt	421.09
Robert Montgomery	420.96
Keith Litterst	420.74
Troy Burgin	420.25
Cody Christian	420.18
Angela Chambers	419.95
Kyle Marano	418.65
Kevin Smith	416.67
Kenneth Dezman	414.65
Kami DeRosier	414.33
Andrea Lawrence	414.03
Uatesoni Tuatonga	413.94
Anita Phillips	413.64
Michael Schulman	413.64
Justin Foos	413.58
Liliya Paraketsova	411.60
John Tate	411.37

QUALIFIER	BONUS*
Ronald Cappelli	$410.02
Jeffrey Reid	409.29
Teamohaere Meroiti	409.09
Dustin Klingebiel	408.99
Matthew Lukesh	407.48
David Harrington	404.79
Jerry Kust	401.90
Alvin Hagens	398.86
Jaime Lopez	396.28
Christine David	395.77
Michael Morse	395.40
Martina Laufenberg	394.87
Jamie Zeigler	393.84
Herbert Vazquez	393.44
Robert Spencer	391.67
Jennifer Lopez	391.61
Thomas Moore	390.86
Scott Cooksey	389.89
Alicia Pineau	389.65
Almir Toska	388.65
Cynthia Romero	388.39
Rhonda Brown-Strong	388.12
Keith Green	387.96
Dulce Garcia	387.44
Ryan Joachim	386.90
Lindsay Waddell	386.84
Rajiv Mehra	385.50
Steven Newell	385.24
Phillip Kogel	384.79
Courtney Bean	383.25
Joshua Burgess	383.04
Timothy Palmer	382.93
Zachary Wesseling	379.18
Sharnitha King	377.63
Danielle Moody	376.93
Shameeka Pearson	376.47
Beverly Brooks	376.07
Jacqueline Burnett	374.93
Jason Hosick	374.90
Adam Lachat	374.70
Kiana Breedlove	373.01
Ryan O'Donnell	372.30
Timothy Velky	371.38
Sydneshia Pennie	370.25
Sandy Shim	370.22
Jacqueline McKnelly	369.50
Jason Jones	368.20
Robert Slocum	368.13
Thomas Matthews	365.64
Wendy Dull	363.49
Sharla Walford	360.65
Lura Diaz	360.00
Daniel Brown	359.82
David Stupich	359.65
Henry Getty	359.53
Robert Marver	359.02
Johnathan Rodriguez	358.86
Todd Ferguson	358.65
Craig Erwin	358.41
Toby Potter	358.09
Juanita Vigil	357.04
Jose Beltran	356.71
Kacie Fleming	356.50
Wendy Cox	355.79
John Mazzarella	354.64
Sandra Reite	353.40
Jamie Christopher	353.21
Suzanne Folmar	352.10
Tracey Dugan	349.49
Gene Walker	348.07
Julie Angle	347.93
Bonnie Cameron	347.43

New Agent Bonus

QUALIFIER	BONUS*
Phillip Cobrand	$346.13
Michael Ohlinger	345.33
Hughton Maye	344.90
Melissa Soriano	344.64
Petrice Adams	344.62
John Velisek	343.33
Jonathan Betts	342.44
Elvis Langha	341.74
Benjamin Jackson	341.55
William Buckenmeyer	341.24
Reynaldo Singson	338.36
Rosa Jones	338.27
Aaron Gebke	336.65
Andrew Gursky	336.52
Aseneth Meza	334.64
Jermaine Johnson	334.41
Angelica Gallardo	333.79
Brent Morrissey	333.55
Richard Fisk	333.27
Cynthia Wilwayco	332.86
William Lambert	332.41
Corey Wesson	332.09
Benita Myles	332.07
Tyler Miller	331.54
Albert Kunsman	331.16
Wayne Green	329.20
Alan Nordstrom	326.37
Antonio Monica	325.86
Lance Martin	325.74
Dmitriy Kagan	324.95
Luciana Mosca	323.01
Sariah Carlson	322.78
Britany Pariente	322.00
Scot Thompson	321.60
Evan Holzhauer	315.27
Ali Haydari	313.83
Larysa Shkinder	312.00
Rubin Googe	310.18
Dana Mattox	309.82
Sarai Castanon	309.64
Eric Godere	308.40
Adam Lott	307.94
Tanisha Haynes	307.80
Brandon Kissinger	306.94
Jennifer Dillon	305.68
Lorna Blackwood	305.50
Michael Baier	303.49
Norman Shanor	302.93
David Stuart	302.83
Matthew Glisson	302.35
Virginia Sibley	302.23
Johnathan Olsen	301.89
Abdelmajid Assamri	299.59
Stefan Comanita	299.55
Gerald Keegan	299.08
Kenneth Greer	299.08
DeMarcus Ducre	296.73
Juan Morales	292.51
Craig Adams	291.59
Ryan McIntosh	291.25
Renae Jn Baptiste	286.87
Charles Hull	286.58
Omar Bibi	284.34
Jeremy Gray	283.66
Kodi Palmer	282.67
Jiaqi Weng	281.93

QUALIFIER	BONUS*
Brandon Schwed	$280.95
Jonathan Butler	280.34
Allen Kirk	280.26
Daniel Scoggins	278.67
Raunel Corona	278.47
Jeffrey Falardeau	278.29
Alex Auxier	278.29
Justin Nevitt	278.13
David DaRosa	277.78
Leah Courtright	277.76
Jeffrey Hagan	277.52
Kevin Coleman	277.32
Rashelle Nugent-Smith	274.55
Levente Revesz	272.21
Ceasar McClain	271.80
Myron Leach	271.21
Renee Porter	270.64
Laura Marsh	270.59
Shantel Patigayon	270.21
Aaron Hickenbottom	268.94
John Glennon	268.09
James Meredith	267.39
Sharlene Walker	267.36
Coy Puckett	266.87
Maria Thlang	266.32
Andrew Skarka	265.72
Tiffany Membery	263.17
Marcella Medeiros	261.97
William Doremus	257.08
Jillian Schreppel	256.89
Jake Penz	256.71
Sheila Arnold	255.62
Deborah Darnell	255.40
Tyler Dunn	255.37
Lani Moore	252.42
Casey Larson	251.66
Tony Fox	251.57
Reginald Patrick	250.67
Bradley Foxall	250.17
Filipo Havili	250.03
Michael Rice	249.93
Scott Myatt	249.74
Kathy Janev	247.40
Etena Pouli	247.09
Lynwood Randolph	246.91
Carla Mejia	246.75
Ryan Whorley	246.31
Cletus McDonald	245.43
Michael Estrada	243.59
Vann Estrada	242.59
Nikita Simakov	238.11
Yolanda Pelayo	237.70
Aaron Pullam	234.68
Livingston Cooper	232.69
Tomika Williams-Kennedy	232.38
Tanner Schrunk	232.00
David Foster	229.51
Christopher Benigni	228.32
James Mitchell	227.86
Bernard Coffey	227.78
Ronald Guevara	227.45
Salvador Ramirez	226.83
Zdravko Stoyanov	226.40
Fane Hau	226.26
Donna Reid	225.90
Eddie Kwong	225.61

QUALIFIER	BONUS*
Yolanda Palmer	$225.28
L Preston Wade	224.74
Sita Pereira	224.24
Jeffrey Shrader	223.83
Patrick Robitaille	223.41
Ryan Clark	221.81
Forrest McCullar	221.58
Ciara Seaman	221.20
Stephane Bartlett	221.10
Ricky Bryant	220.63
Todd Rothfuss	219.86
Lisa Allen	219.56
Micah Jordan	219.24
Clayton Burkhart	219.16
Alzaphus Payne	218.81
Pamela Smith	218.80
Paula Alvarez	218.62
Mike Argersinger	218.38
Jayne Herrick	218.34
Christa Sullivan	217.32
Julie Merner	216.05
Jerry Marion	215.86
Jacqueline Reim	215.33
Hilda Ames	214.58
Tracy Henderson-Edwards	214.16
Derek Wiens	213.62
Maria Juarez	213.56
Norma Sauls	213.37
Lawrence Willhite	213.17
Andrew Petersen	212.92
Shannon Finney	212.48
Tyrone Hughes	212.44
Kathy Tran	212.41
Pritpal Sandhu	211.99
Ryan Parsons	210.79
Chandler Sanzari	210.60
Shelly Vilsaint	210.52
Trisha Shepherd	210.30
Nicole Schrage	210.04
Lisa Martinez	208.14
Jewel Johnson	207.80
Crystal Timberlake	207.58
Adrienne Terry	207.18
Judith Pena	206.84
Ian Aiken	206.54
Gary Cannon	205.89
Robert Barzyk	204.10
Kristen Jackson	203.54
David Campbell	202.70
Jeff Lamar	201.51
Kelly McLauchlan	200.41
Alex Felix	200.03

*All qualifiers listed achieved at least $200 in bonus totals.